



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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May billings for Commercial Heat Treaters DECLINE 6.1% FROM MAY 1985 LEVEL

Total sales for MTI members participating in the Monthly National Billings Analysis amounted to \$40.0 million, down from the May 1985 performance of \$42.6 million.

For the first five months of 1986, the Metal Treating Industry has recorded sales of \$205.0 million, off 1.3% from the 1985 total for this period of \$207.7 million.

Six out of nine MTI districts reported a decline in billings from May 1985. Five of nine districts experienced a year-to-date drop as well.

A summary of percentage change by geographic regions follows:

	District	May 86 vs. <u>May 85</u>	Total-1986 <u>vs. 1985</u>
1	New England (MA-RI-CT)	8.1	10.2
2	Middle Atlantic (NY-NJ-E. PA-MD)	-11.6	- 3.7
3	South Central (W. PA-OH-IN-KY)	2.5	4.7
4	Michigan	- 7.5	- 1.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	5.4	9.3
6	North Central (IL-WI-MN-MO-IA)	- 7.8	- 7.0
7	Pacific Coast (CA-AZ-ORE-WASH)	- 7.2	- 0.1
8	Southwest (TX-OK-AR-CO-LA-UT)	-30.3	-22.7
9	Canada	- 7.5	8.0

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

MAY, 1986

BILLINGS FOR MONTH

	Total Members ¹	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	42641.9	40038.2	- 6.1	100.0	100.0
Dist. 1	17	3002.7	3245.9	8.1	7.0	8.1
Dist. 2	44	5024.3	4443.7	-11.6	11.8	11.1
Dist. 3	60	7370.3	7554.6	2.5	17.3	18.9
Dist. 4	33	5857.0	5419.1	- 7.5	13.7	13.5
Dist. 5	23	2249.0	2370.0	5.4	5.3	5.9
Dist. 6	49	7550.3	6964.2	- 7.8	17.7	17.4
Dist. 7	41	6180.1	5732.3	- 7.2	14.5	14.3
Dist. 8	25	3045.8	2122.7	-30.3	7.1	5.3
Dist. 9	16	2362.4	2185.7	- 7.5	5.5	5.5
Foreign	11					

BILLINGS TO DATE

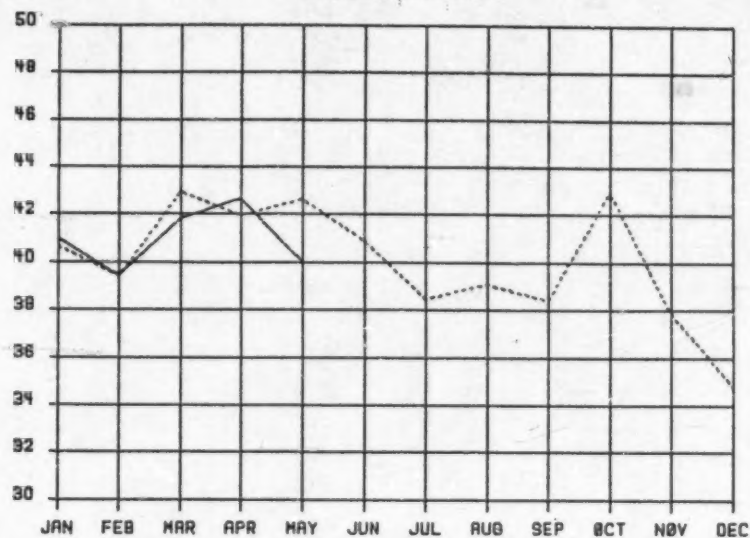
	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	207694.0	205046.0	- 1.3	100.0	100.0
Dist. 1	14944.5	16470.9	10.2	7.2	8.0
Dist. 2	23940.8	23057.9	- 3.7	11.5	11.2
Dist. 3	35645.9	37329.1	4.7	17.2	18.2
Dist. 4	29579.1	29090.4	- 1.7	14.2	14.2
Dist. 5	10538.7	11520.4	9.3	5.1	5.6
Dist. 6	37864.0	35202.6	- 7.0	18.2	17.2
Dist. 7	29419.8	29396.6	- 0.1	14.2	14.3
Dist. 8	15759.3	12174.8	-22.7	7.6	5.9
Dist. 9	10001.9	10803.6	8.0	4.8	5.3

¹ Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86

MILLIONS

NATIONAL BILLINGS

1985 - - - -
1986 - - - -



Gain or Loss

Monthly

± Change

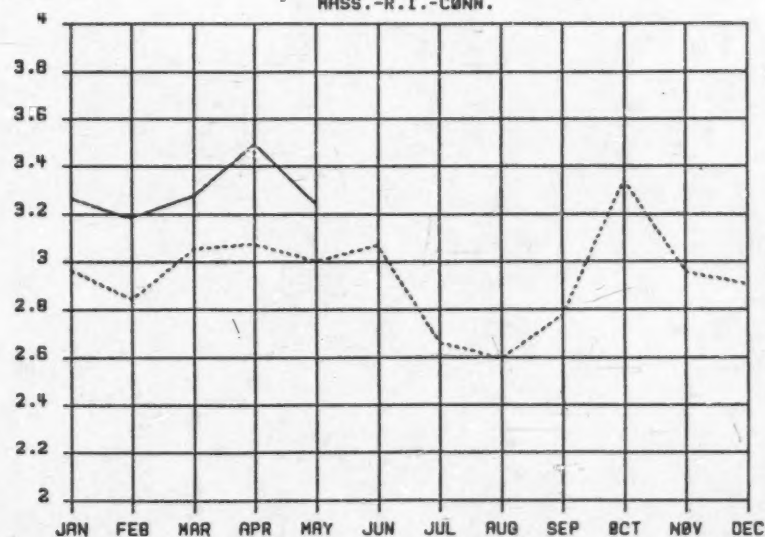
Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	0.8	0.2	-2.6	1.6	-6.1							
± Change	0.8	0.5	-0.6	0.0	-1.3							

MILLIONS

DISTRICT 1
MASS.-R.I.-CONN.

1985 - - - -
1986 - - - -



Gain or Loss

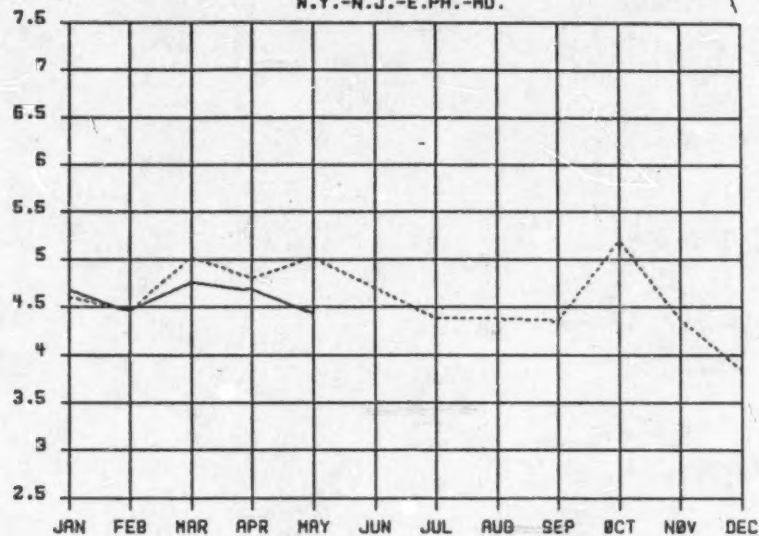
Monthly

± Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	10.0	12.0	7.3	13.7	8.1							
± Change	10.0	11.0	9.7	10.7	10.2							

MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PA.-MD.1985 - - - -
1986 - - - -Gain or Loss

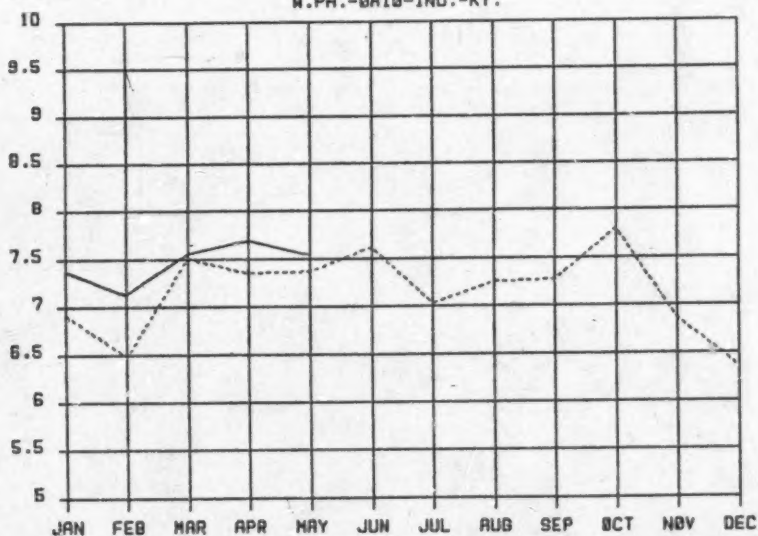
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	1.6	0.2	-5.3	-2.4	-11.6							
% Change	1.6	0.9	-1.3	-1.6	-3.7							

MILLIONS

DISTRICT 3
W.PA.-OHIO-IND.-KY.1985 - - - -
1986 - - - -Gain or Loss

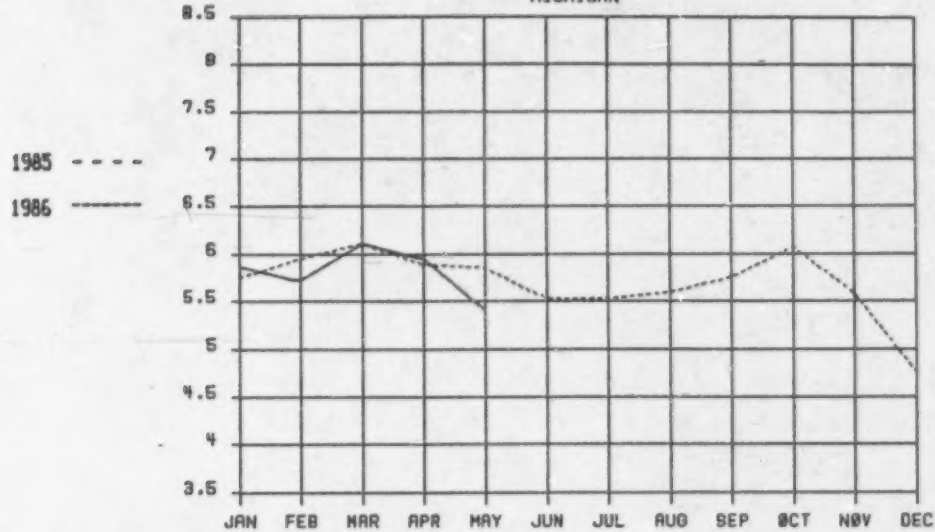
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	6.6	10.2	0.6	4.6	2.5							
% Change	6.6	8.3	5.5	5.3	4.7							

MILLIONS

DISTRICT 4
MICHIGANGain or Loss

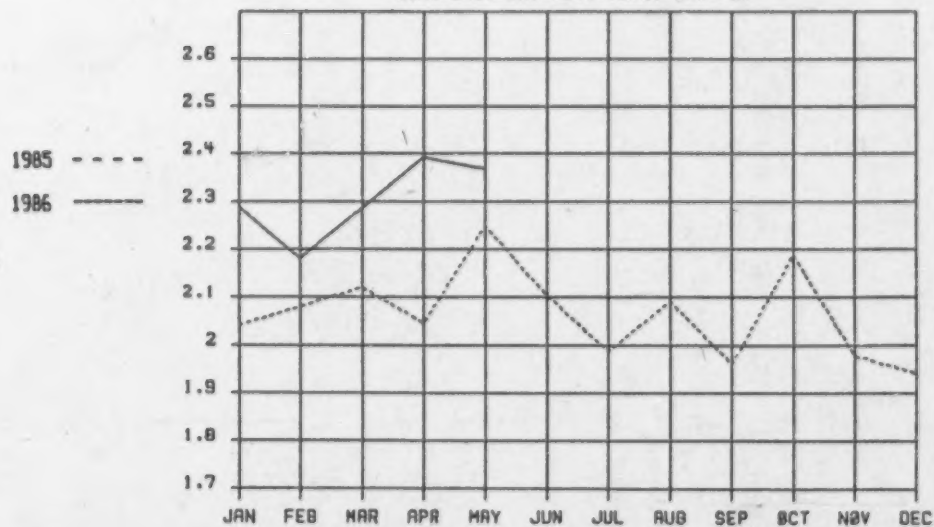
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	2.0	-3.9	0.0	1.1	-7.5							
% Change	2.0	-1.0	-0.7	-0.2	-1.7							

MILLIONS

DISTRICT 5
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.Gain or Loss

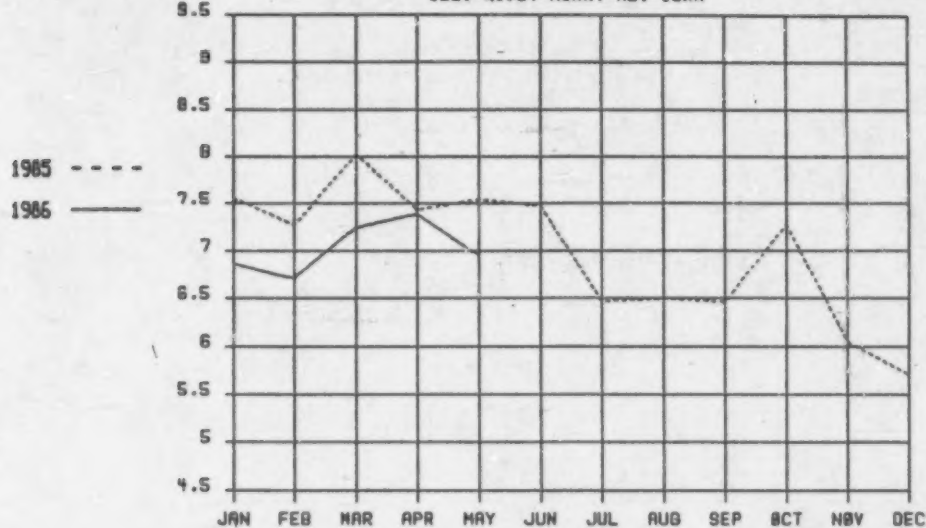
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	12.1	4.9	7.8	17.0	5.4							
% Change	12.1	8.5	8.2	10.4	9.3							

MILLIONS

DISTRICT 6
ILL.-WISC.-MINN.-MO.-IOWAGain or Loss

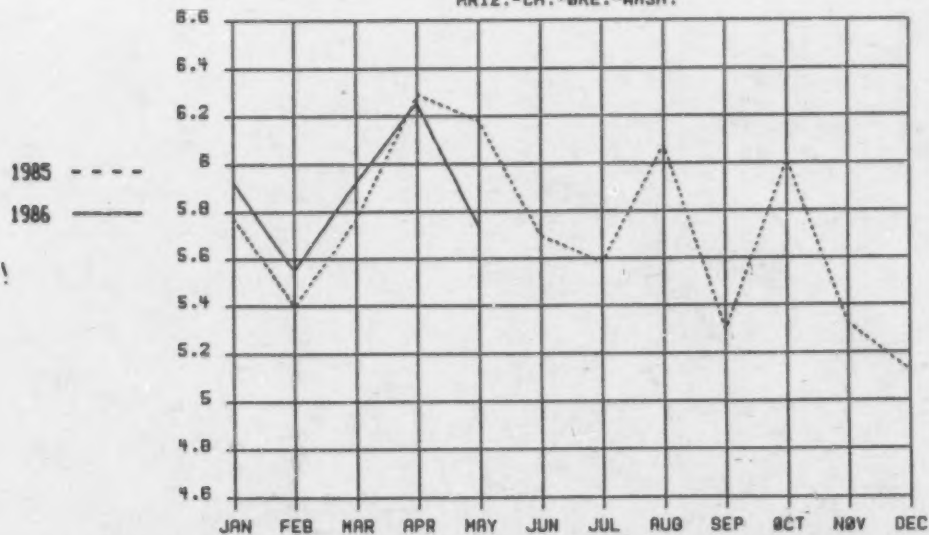
Monthly

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	-9.2	-7.7	-9.7	-0.5	-7.8							
% Change	-9.2	-8.5	-8.9	-6.8	-7.0							

% Change

Cumulative

MILLIONS

DISTRICT 7
ARIZ.-CA.-ORE.-WASH.Gain or Loss

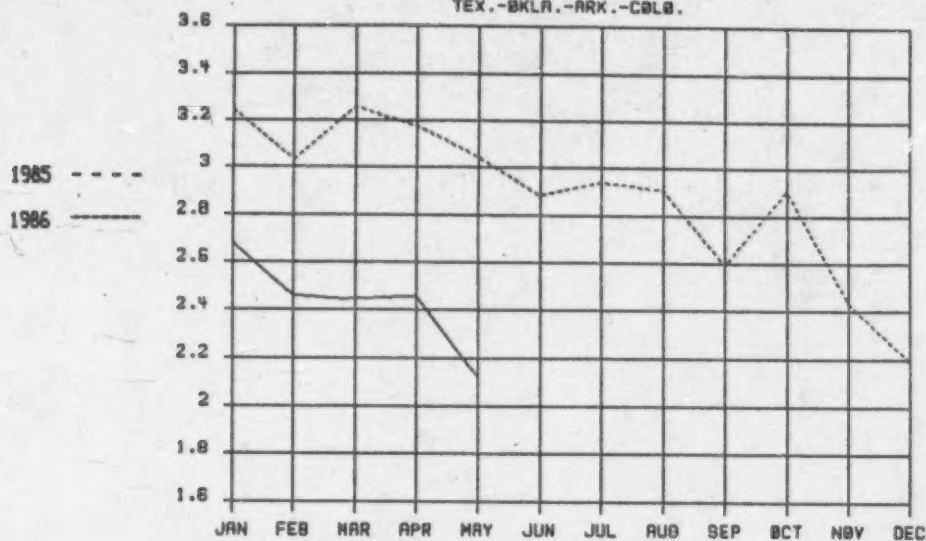
Monthly

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	2.6	2.8	2.8	-0.6	-7.2							
% Change	2.6	2.7	2.7	1.8	-0.1							

% Change

Cumulative

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLO.Gain or Loss

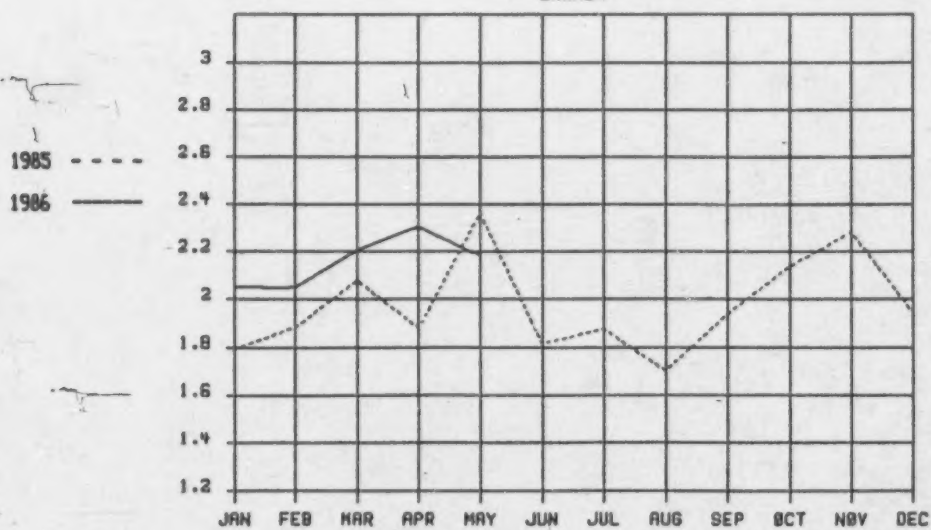
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-17.5	-18.8	-24.8	-22.6	-30.3							
Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7							

MILLIONS

DISTRICT 9
CANADAGain or Loss

Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	14.6	8.8	6.0	22.6	-7.5							
Cumulative	14.6	11.6	9.6	12.8	8.0							